

Professional Relationships:

Sustaining Trust & Cooperation; Overcoming Contention



Executive Management Seminar

Presented by Dr. Keith Allred, BSU & Harvard University

October 17 -18, 2006, 9 am - 4 pm

AGENDA

Pre-Seminar Preparation

- Prior to the seminar, Executives complete an on-line questionnaire about their professional relationships.
- They ask four (4) or more colleagues to answer the same on-line questionnaire.
- Results are analyzed.
- Executives receive an individualized report during the seminar.

Day One

- Claiming and Creating Value - Review principles and best practices in meeting all needs and interests in business relationships.
- Environmental Dispute Simulation - As a group, strategize solutions on a difficult and complex issue.
- Relationship Dynamics - Identify triggers and cycles of suspicion and contention.
- Individual Development - Receive personalized feedback on your executive relationship practices.

Day Two

- Relationship Dynamics Simulation - As a group, strategize solutions on a difficult and complex issue.
- Video Documentary - View a real world case that turned from cooperation to contention.
- Participant Cases - Discuss cases pertinent to state government.
- Building From Here - Executives consider future actions to build trust and cooperation in professional relationships.

Cost: \$495

Location: Joe R. Williams Building West Conference Room, 700 W. State Street, Boise

To Register: Email training@thr.idaho.gov with your name, title, agency, and phone number.

Or call Karece Bull at (208) 429-5511.

Registration Deadline: September 29, 2006